

Building a European SaaS Champion

creating trusted companies

+++ Earnings Call 9M 2022 +++ 11 November 2022 +++

André Marques, CFO, Marcus Sultzer, CRO



Our Purpose

We at EQS believe that
Integrity and Transparency
create the most important
corporate capital:

TRUST

Agenda

1. Summary 9M
2. Whistleblowing
3. Outlook

Summary 9M

Highlights 2022 YTD



Revenue increase of +27% in the first 9 months



Increase in EBITDA – operating leverage initiated in Q3 2022



Adoption of Whistleblowing law in Germany expected in December 2022

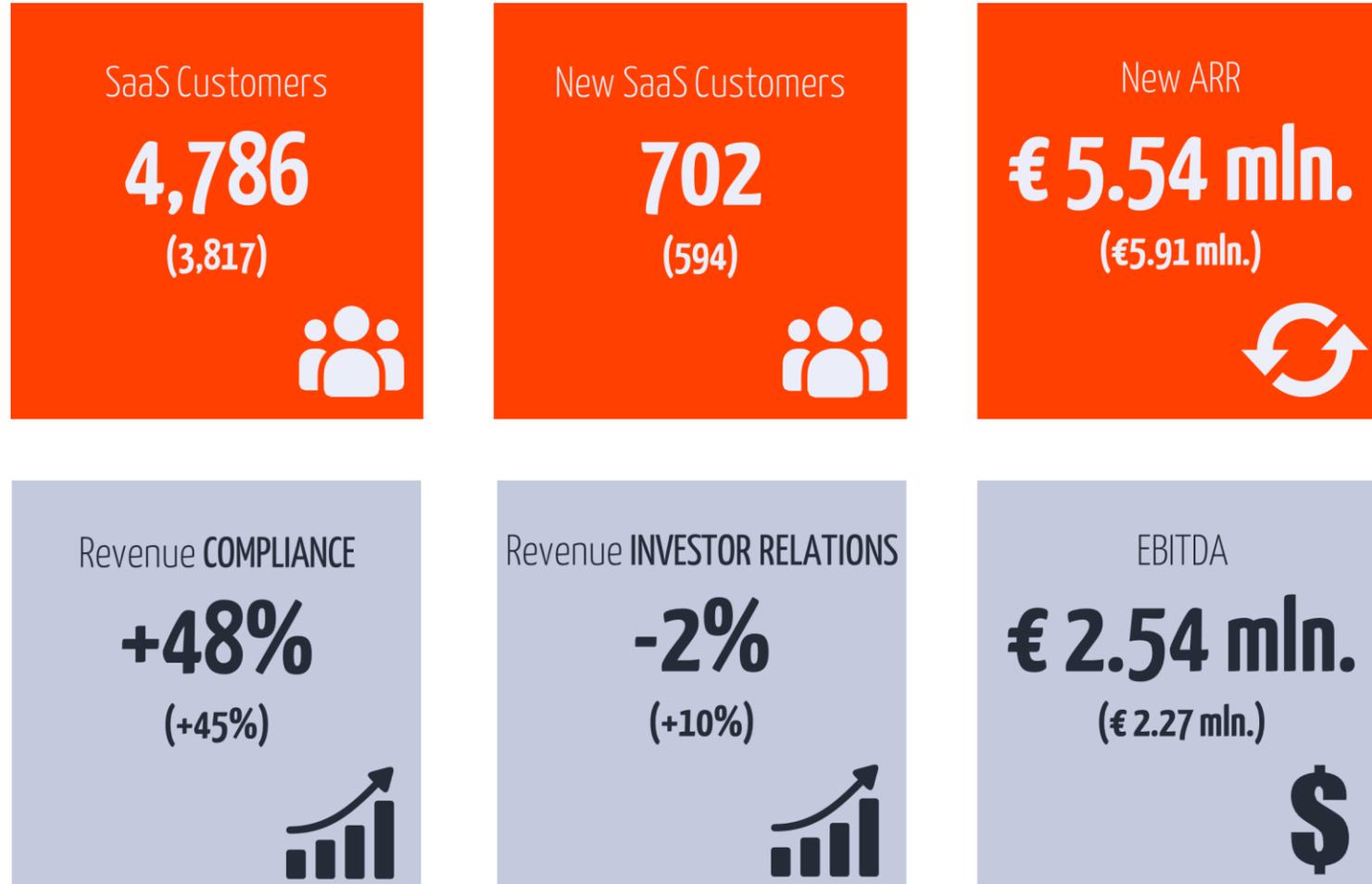


Long-term financing with bank consortium closed in October



New records for participants and registrations at ECEC 2022

Group KPI 9M 2022



Key Figures 9M 2022

<i>Key figures</i>	9M 2022	9M 2021	+/-
Revenues (IFRS)	44,968	35,396	27%
Operating Expenses	44,437	35,141	26%
EBITDA (IFRS)	2,543	2,272	12%
Group Earnings	-2,143	-2,678	20%
Operating cash flow (IFRS)*	4,297	2,077	>100%
Total Assets**	183,816	186,837	-2%
Net Debt	29,256	79,184	-63%
Equity-Ratio (%)**	62	35	-

All figures in thousand Euro unless otherwise stated

* For a better comparison, net interest is reported in cash flow from financing activities. The prior-year figures have been adjusted accordingly

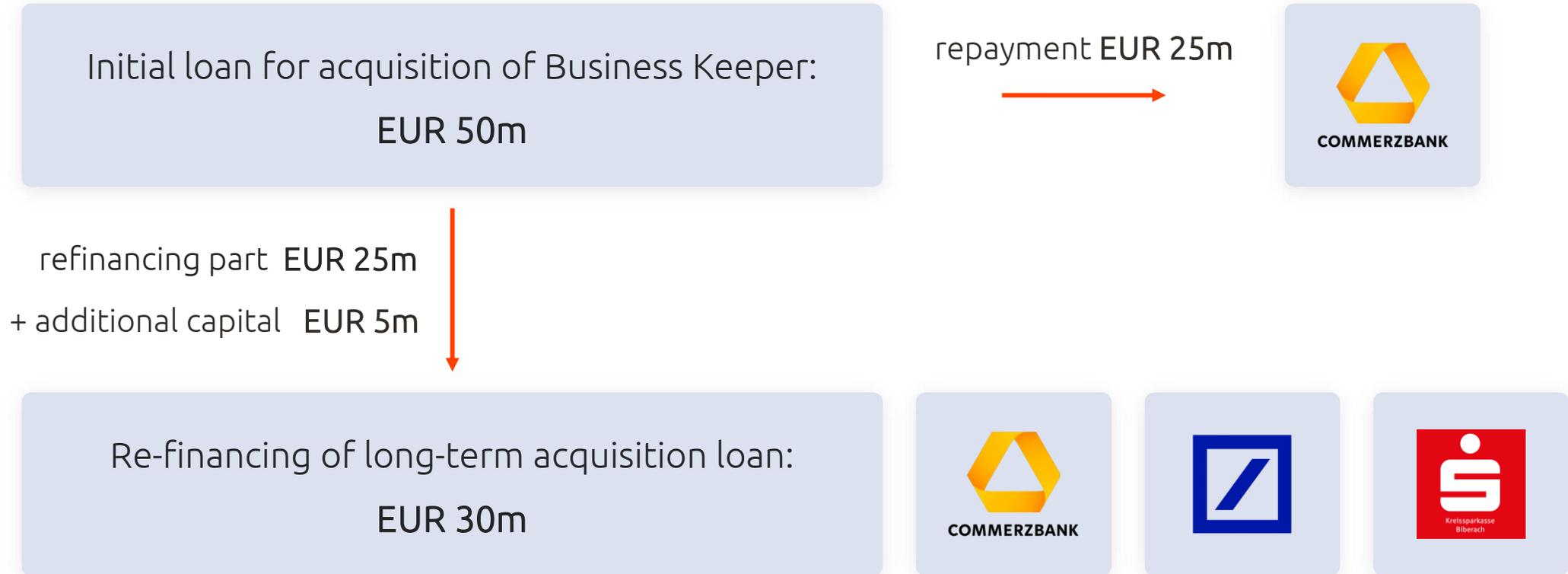
** Prior-year figures partly adjusted. We refer to Point 20.1.4 Changes in the previous year's figures in the notes of the annual report 2021

EBITDA Bridge 9M 2022



All figures in thousand Euro unless otherwise stated.

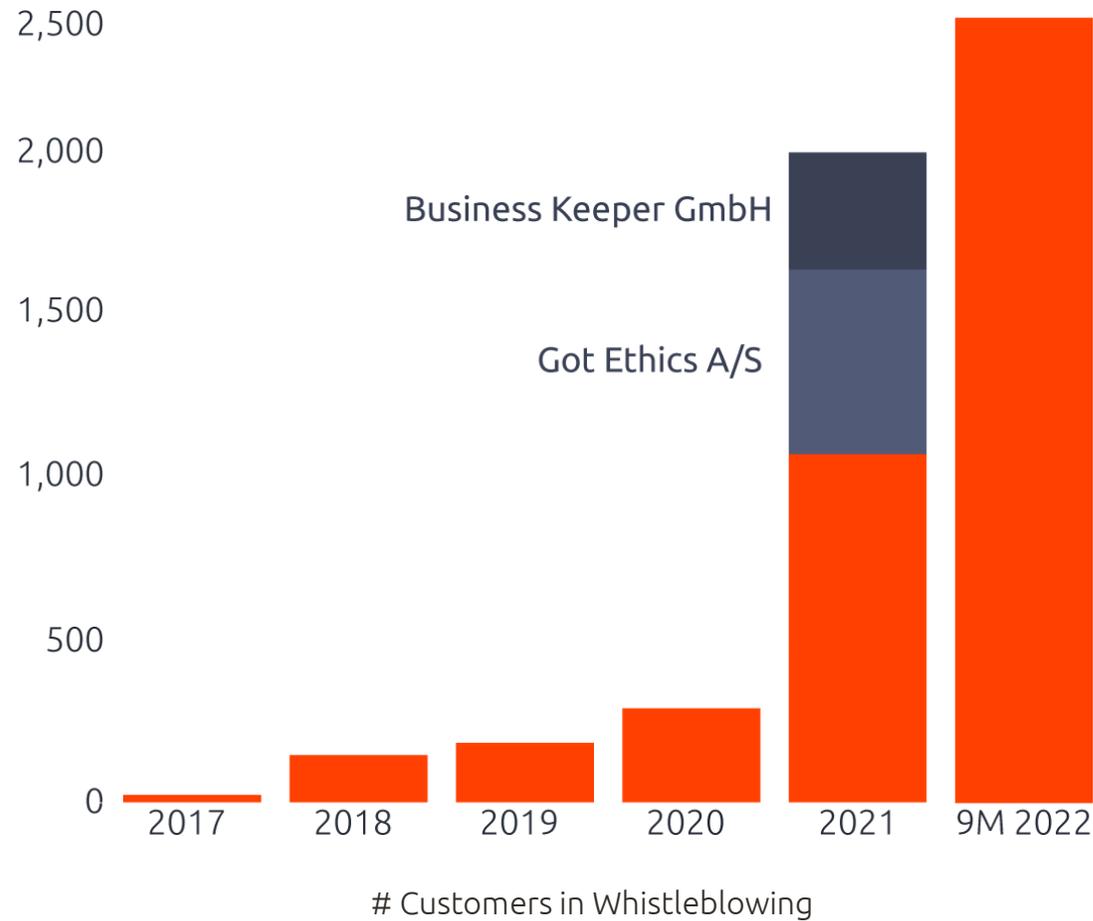
Long-term Financing closed with Bank Syndicate



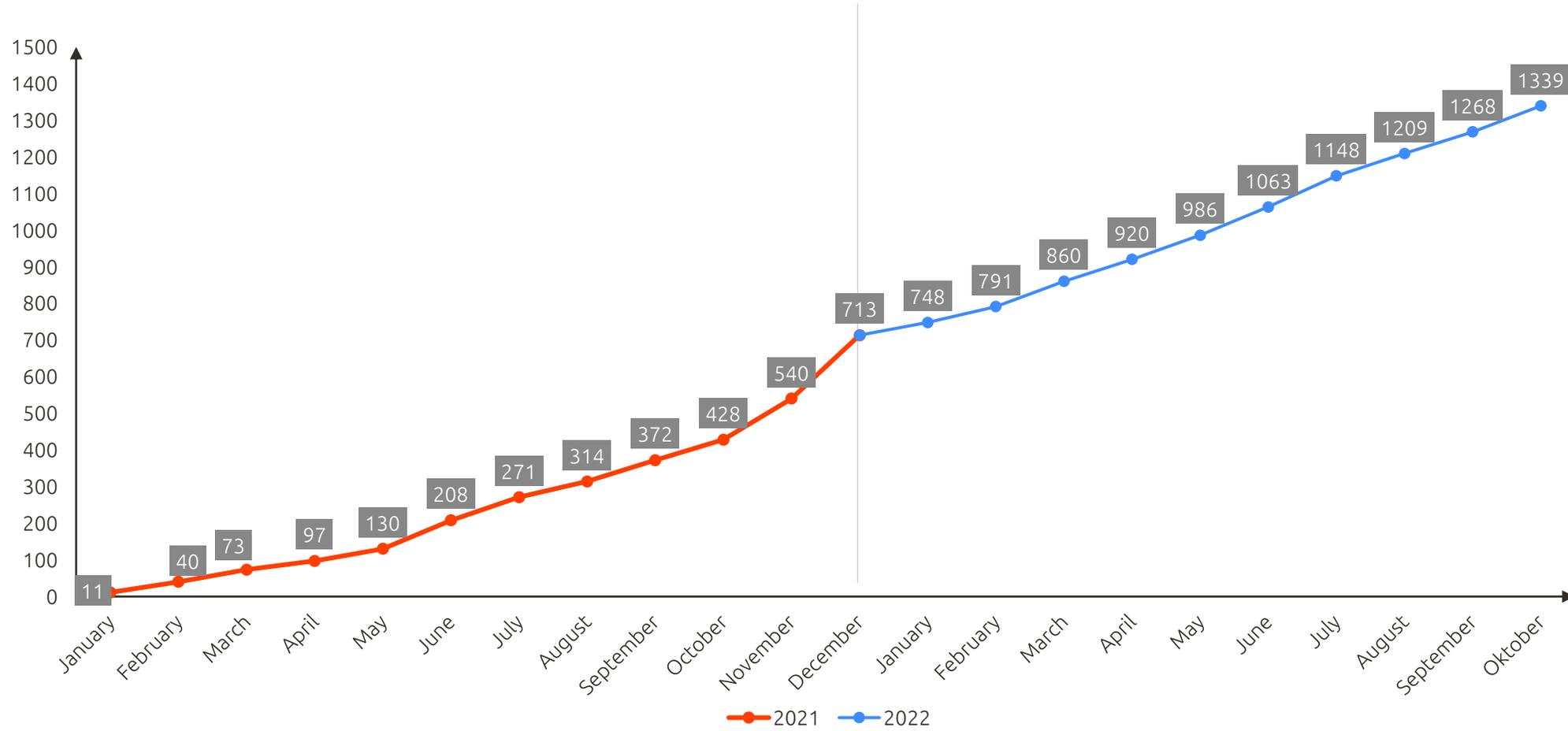


Whistleblowing

Pole Position in Europe in just 4 Years



Over 1,300 New Whistleblowing Customers Won since 2021

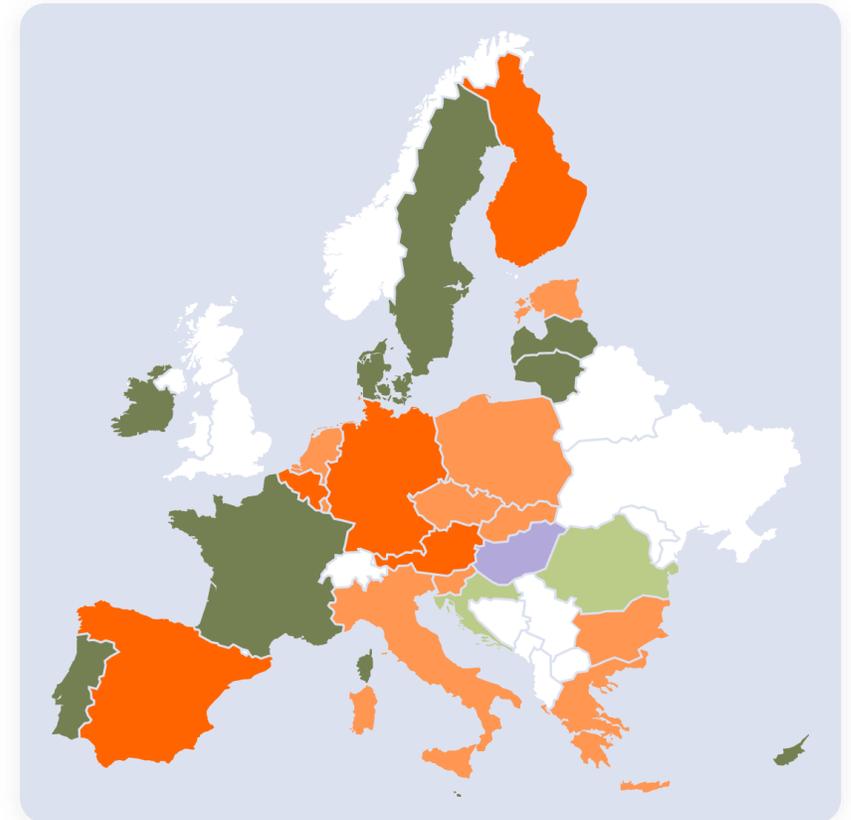


Status Quo: EU-Whistleblowing Directive

Key market Germany expected to adopt the local whistleblowing law in December 2022

Law in force in France since October 2022

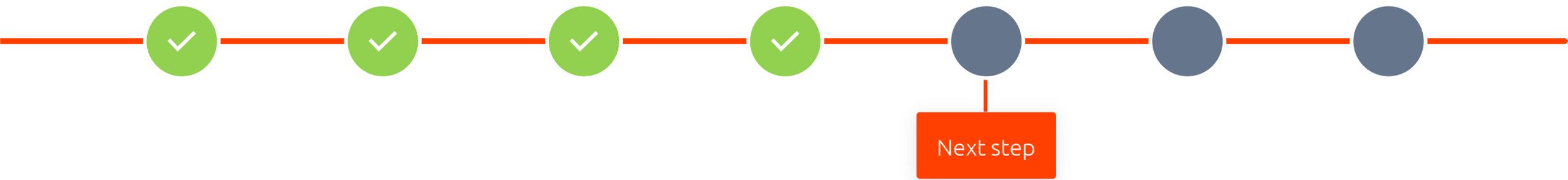
Drafts in progress in many other EU countries, i.e. Italy and Austria



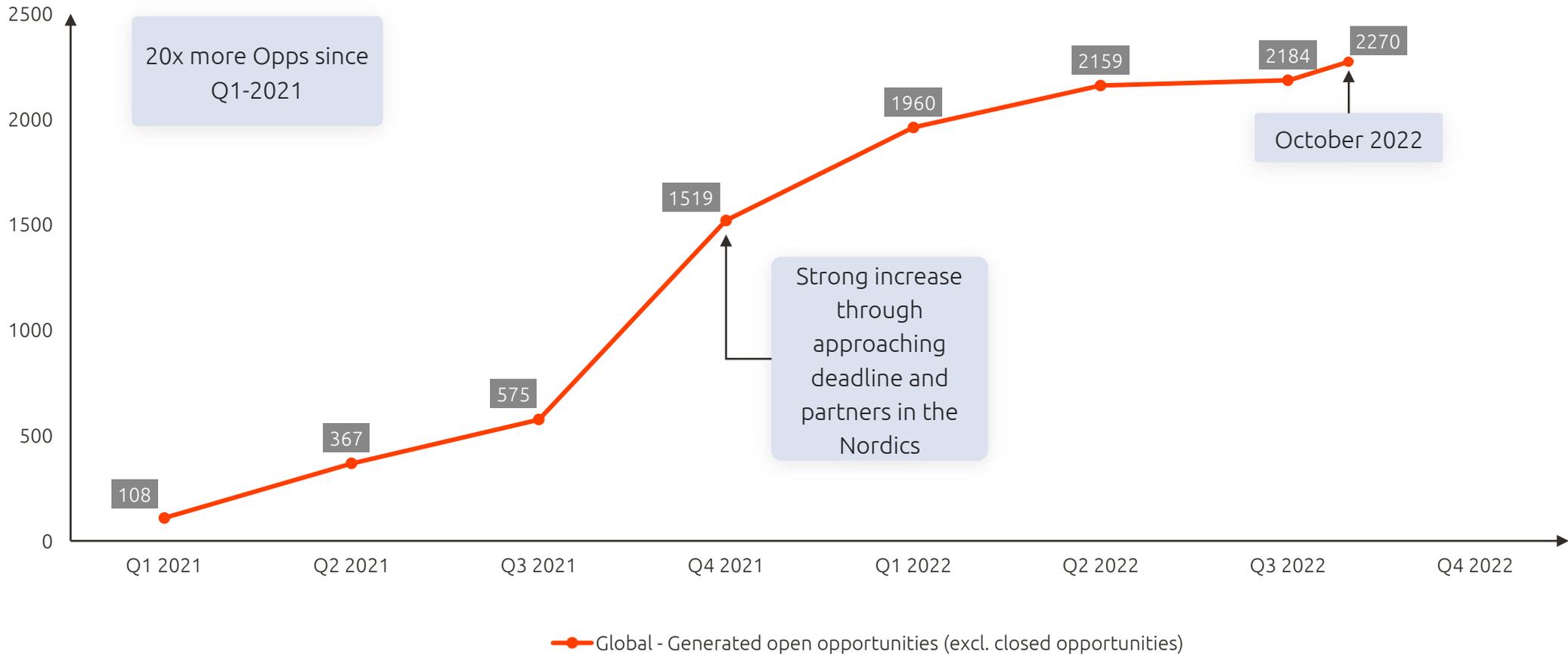
- law in force
- law adopted
- draft with timeline
- draft
- no draft

Whistleblowing Law in Germany: Next Steps

16 Sep 2022	19 Sep 2022	29 Sep 2022	19 Oct 2022	Nov 2022	Dec 2022	Dec 2022
Opinion Bundesrat (Federal Council)	Submission of draft law to Bundestag (Parliament)	1st Reading Bundestag	Hearing Rechtsausschuss (Legal Committee)	2 nd /3 rd Reading Bundestag	Final Meeting Bundesrat	Adoption of law; 3 months period until in force



Building up Pipeline for Whistleblowing: Cumulated Sales Opportunities



Over 200 Partnerships – Activation Started



INFORMA



DataGuard



**KROMANN
REUMERT**



European Compliance & Ethics Conference 2022

Over 7,500 registrations as a new record



“ The best organized conference I have seen in 15 years of practice. TED Talks Level! ”



4,000 + Attendees



3,300 + Companies



140 + Countries



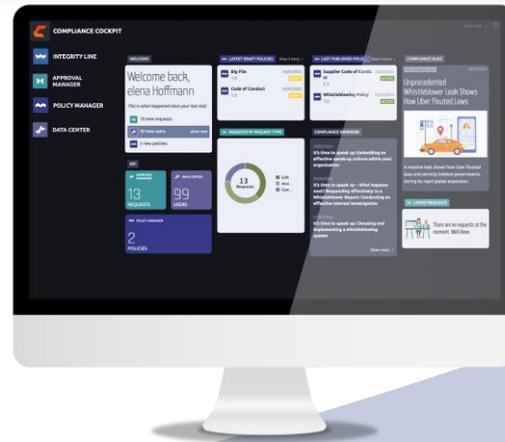
80 + Speakers

The Growth Journey

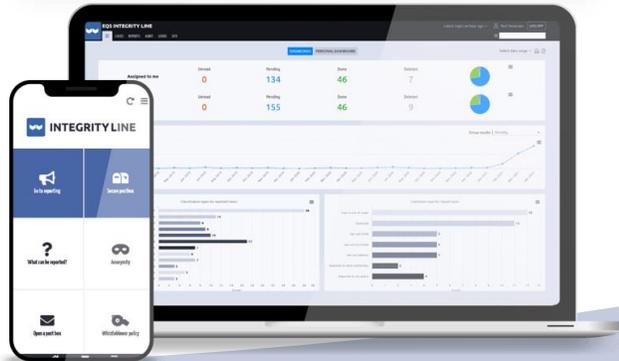
Sustainability
(ESG Solutions)



Full Compliance Program
(COCKPIT)



Whistleblowing
(Integrity Line)



Increasing ARR
throughout the journey



Outlook 2022e*

New SaaS Customers

1,000



New ARR

€ 9 mln.



Revenue Growth

25%



Net Promoter Score

Stable



Employee Satisfaction

Constant Level



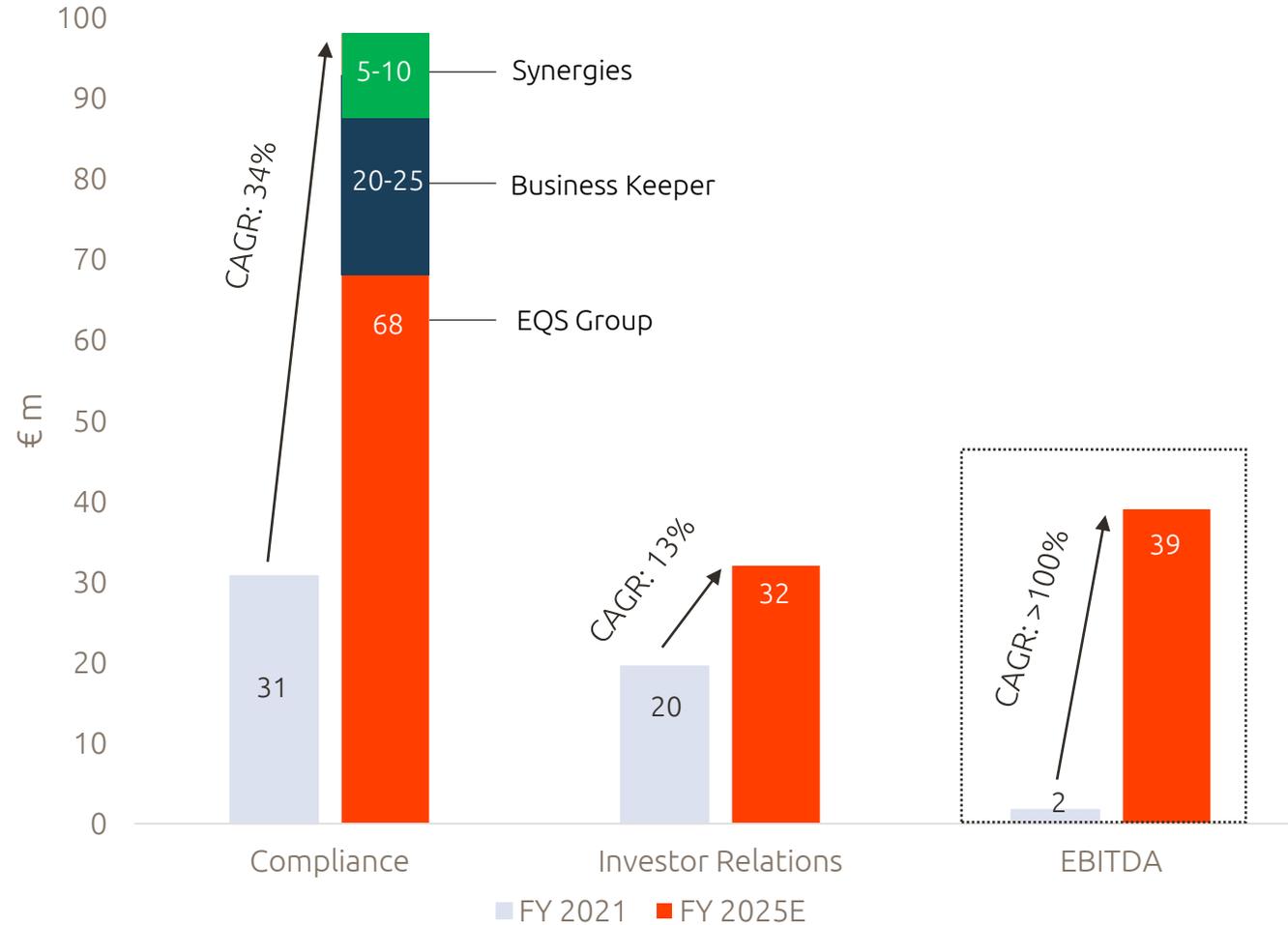
EBITDA

€ 6 mln.



*Updated as of 9M 2022

Outlook 2025e



Our Goal 2025

» The **Leading European Cloud Provider** for
Global Corporate Compliance & Investor
Relations Solutions «



André Marques

CFO

andre.marques@eqs.com

+49 (0)89 44 44 30-033



Marcus Sultzer

CRO

marcus.sultzer@eqs.com

+49 (0)89 44 44 30-127

EQS GROUP

Follow us:



www.eqs.com